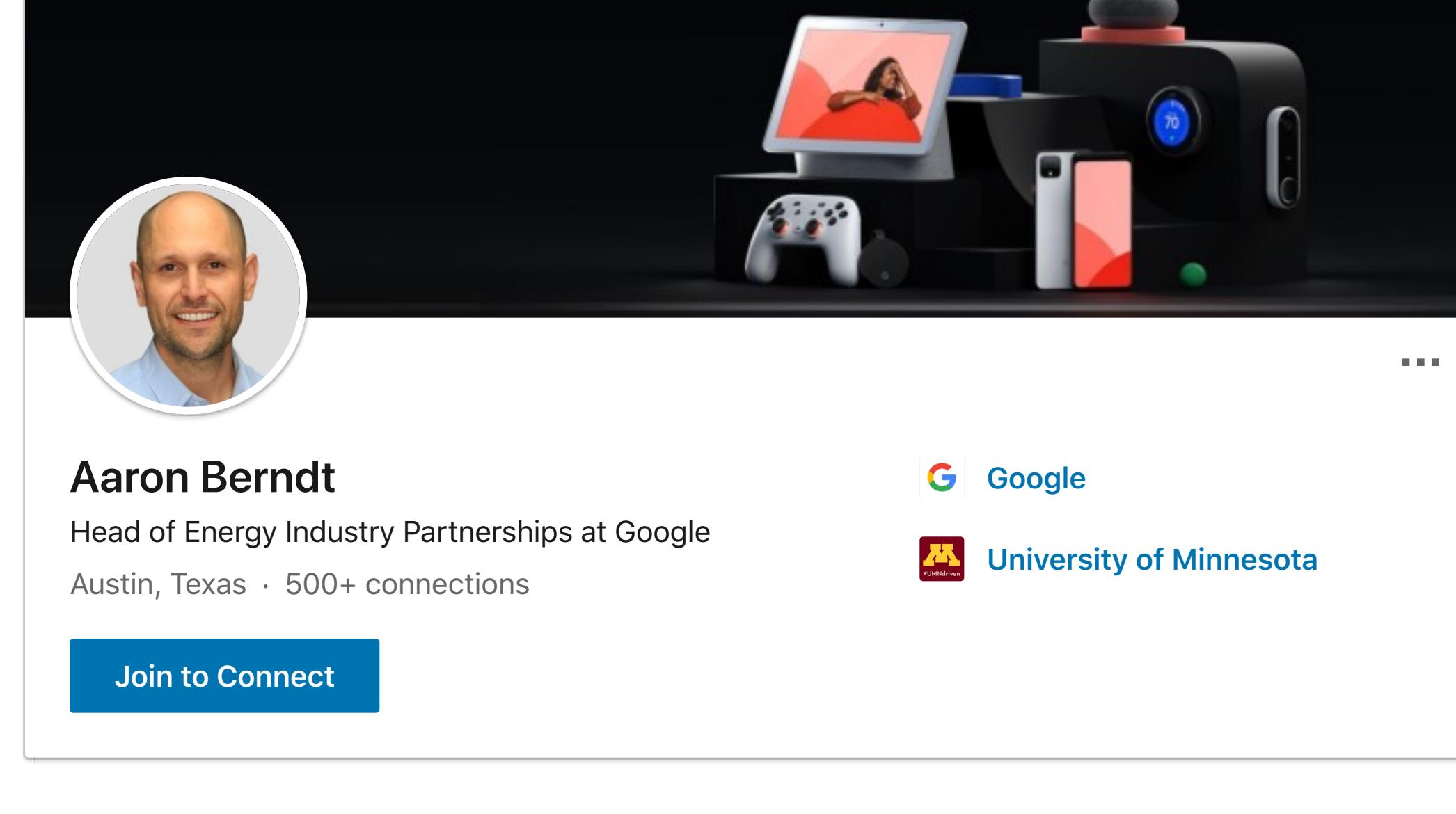


Exhibit 2

**Aaron Berndt**

Head of Energy Industry Partnerships at Google
Austin, Texas · 500+ connections

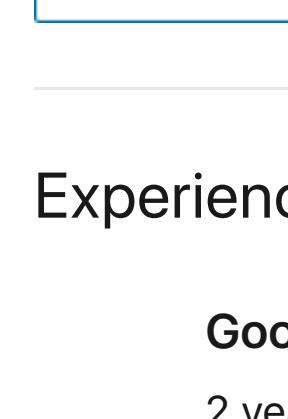
Google

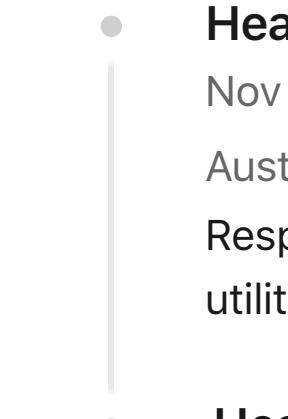
University of Minnesota

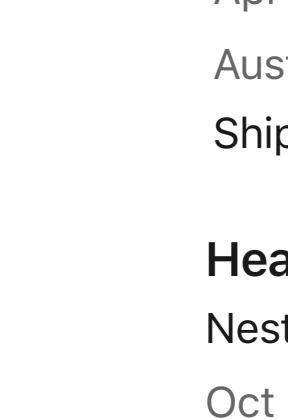
[Join to Connect](#)**About**

When Google partners with your energy company, good things happen.

Activity

 Michigan IS a delight to work in. This one is for our utilities, contractors, customers and of course for our excellent extended team who make it...
Liked by Aaron Berndt

 Extremely excited to share that Strem has partnered with Lowe's Companies, Inc. How you work has changed. To help contractors & consumers adapt,...
Liked by Aaron Berndt

 It was great chatting with The New York Times about what Streem & Frontdoor, Inc. are doing in this new era of Tele-Medicine for Home Repairs! #ar...
Liked by Aaron Berndt

[Join now to see all activity](#)**Experience****Google**

2 years 3 months

Head of Energy IndustryPartnerships

Nov 2019 – Present · 8 months

Austin, Texas Area

Responsible for developing and executing strategic channel sales partnerships serving utilities and energy providers that leverage Google devices and services.

Head of Central Region Energy Partnerships

Apr 2018 – Nov 2019 · 1 year 8 months

Austin, Texas Area

Shipping Google

Head of Central Region Energy Partnerships

Nest

Oct 2015 – Apr 2018 · 2 years 7 months

San Francisco Bay Area

Head of West Coast Energy Partnerships - Jan 17 - Aug 17

Energy Partnerships - West, Oct 15 - Dec 16

Pacific Gas and Electric Company

5 years 6 months

Manager, Step Up and Power Down

Sep 2014 – Oct 2015 · 1 year 2 months

Manager, Commercial and Finance Programs

Jun 2013 – Sep 2014 · 1 year 4 months

• P&L responsibility for annually achieving savings of ~50MW/250GWh/10MMth managing ~\$110 million commercial EE program budget

• Integrate PG&E's EE finance offerings - \$50M revolving fund On Bill finance program and \$35M finance pilots

• Driving strategic direction of overall portfolio of commercial customer offerings, delivery methods, and continuous improvement opportunities

• 16-FTE direct reporting chain - program managers, key project leads, and business analysts

Manager, Information Products

Jan 2013 – Jun 2013 · 6 months

Principal, Energy Information Platforms

Mar 2012 – Dec 2012 · 10 months

Lead product manager for residential and commercial customer engagement platforms - Opower and C3

Senior Product Manager, Energy Management Systems

May 2010 – Mar 2012 · 1 year 11 months

• Market and vendor due diligence

• Energy management systems product roadmap and strategy

• PG&E product development and launch

• C3 platform lead - solution vision, team development, budget, contract management

Product Marketing Summer Associate

Serious Materials

Jun 2009 – Aug 2009 · 3 months

• Developed methodology to calculate project specific ROI, a high level assessment tool used for deal support, product management, and competitive analysis

• Supported creation of new product line targeted for weatherization assistance stimulus funding

Materials and Process Manager

AAI Acquisition Incorporated

May 2008 – Aug 2008 · 4 months

1 of 50, from previous 900 employees, recruited by private equity firm to consult on purchase of Adam Aircraft's assets. Identified key M&P project milestones and began staffing department to restart operations under new ownership.

Adam Aircraft

5 years 10 months

Program Manager

Jun 2006 – Jul 2008 · 2 years 2 months

• Owned outsourcing of all non-core composite components - \$20M/year savings at rate.

Staffed, lead, and mentored multi-departmental teams through each project phase

• Sourced and qualified additional suppliers of primary structural materials

Mfg Business Analyst

Jun 2005 – Jun 2006 · 1 year 1 month

Top-level manufacturing plans / cost modeling - production ramp rates, learning curves, headcount analyses, cash flow, and site planning

Lead Materials and Process Engineer

Oct 2003 – Jun 2005 · 1 year 9 months

• Company-wide technical M&P support- developed, documented, and trained advanced composite manufacturing procedures

• New material qualification and FAA approved design allowables

Engineer – Materials

Oct 2002 – Oct 2003 · 1 year 1 month

M&P specifications. Created new systems for material receiving, testing, and tracking.

Engineering - Mechanical

Interserv Corp

Jan 2001 – Aug 2002 · 1 year 8 months

Advanced lithography and flat panel display assembly equipment design

Mechanical Engineering Co-op Student

Ellerbe Becket

Jan 1999 – Dec 2000 · 2 years

HVAC design and drafting

Education**University of Minnesota**

BME - Bachelor of Mechanical Engineering

Activities and Societies: Formula SAE Race Engineer

University of California, Berkeley - Walter A. Haas School of Business

MBA - Management of Technology, Energy, Entrepreneurship

Activities and Societies: 2009 Mayfield Fund Fellow

Groups

University of Minnesota Alumni Association (UMAA)

San Francisco Green Drinks

BERC (Berkeley Energy & Resources Collaborative)

IEEE Smart Grid

Young Professionals in Energy - YPE SF Bay Area

Energy Institute at Haas

Show 1 more group

Recommendations

A preview of what LinkedIn members have to say about Aaron:

" Aaron possesses the rare combination that makes great product managers: he's got great technical skills, strong market acumen, good customer presence, wonderful cross-functional communications skills, and insightful prioritization. Most of all, he's dependable and drives projects to completion and beyond. He's been a pleasure to work with at PG&E; someone you want on your team for his enthusiasm, work ethic, and insight.

" I was fortunate to work with Aaron on energy modeling projects in support of product development decisions during his MBA internship at Serious Materials. He was a great teammate -- willing to exchange and debate ideas, quick to pick up new concepts, extremely adept with technical data, and calm and collected at all times. I hope our energy career paths cross again.

7 people have recommended Aaron

[Join now to view](#)**People also viewed**

Michael Terrell
Director, Operations and Head of Energy Market Strategy at Google



Abhishek Sharma
Global Energy Investments@Amazon Web Services (AWS)



Robert Blair
Renewable Energy Executive



Amy Fried
Executive Recruiter - Energy Efficiency and Utilities



Simon Watson
Helping utilities manage disruption and embrace innovation — Managing Director at EY



Zack Grobstein
Director of Utility Sales at MaxLite



Jigar Shah
LinkedIn Top Energy/Climate Voice | 2019 - Co-Founder at Generate Capital Inc



Dave Bryant
Director Technology at CTC Global (ACCC Conductor)



Jamie Staples
Head of Key Energy Partnerships at Google



Edward D. Naylor Jr.
Section Manager at Con Edison

Others named Aaron Berndt

Aaron Berndt
Senior Engineer at Target
Greater Minneapolis-St. Paul Area

Aaron Berndt
Graphic Designer at Metcash
Sydney, Australia

Aaron Berndt
Product Engineer at IMMI
Indianapolis, Indiana Area

Aaron Berndt
Sr. Financial Systems Analyst
Greater Chicago Area

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Business Analysis:
Business Benefits Realization

Strategic Partnerships

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Aaron Berndt
Head of Energy Industry Partnerships at Google
Head of Energy IndustryPartnerships at Google
University of Minnesota

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